

RJ REYNOLDS

TOBACCO COMPANY

J. Campbell
Promotional Coordinator


150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221

(716) 634-4179

Fax (716) 634-3145

July 28, 1997

 Fax (315) 425-0461

Mr. D. Cook

CONSOLIDATED INDUSTRIES

SEPTEMBER WINSTON BUY 2 PACKS GET 2 FREE LIGHTERS / #700649

Dear Don:

I have ordered **1200** SKUs of Winston B2G2F Lighter Sleeves / Displays (item #527552) for you to pack this promotion for McLane-Northeast. The shipping company has been instructed to call ahead prior to delivery for an appointment. Attached are the individual breakdowns for assembly of this product by state. Please request product from McLane when you are ready to begin assembling the displays.

All displays will need to be back at McLane no later than **September 2nd** in order for McLane to begin shipping displays to retail.

Displays Arrival @ Consolidated:

August 14th

<u>WINSTON</u>	<u>Case</u>	
<u>Brand Styles</u>	<u>Size</u>	<u>#/ Cases</u>
Light	12M	<u>20</u>
Light Box	6M	<u>40</u>
Full Flavor	12M	<u>20</u>
FF Box	12M	<u>20</u>

Promotion Description: Utilize self-contained shipper. Shipper contains 20 B2G2F Winston Lighter sleeves. Two packs of the same brand should be loaded into each sleeve; four cartons per Display. Consumer purchases two (2) packs of Winston and receives 2 free Winston Lighters.

SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'

I appreciate your assistance, and if you have any questions, please call.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / #1610

/jc

w/ State Display List

cc: P. Cox

51844 5718

RJ REYNOLDS

TOBACCO COMPANY

STATE STAMPING

McLANE-NORTHEAST

#375878

WINSTON BUY 2 PACKS GET 2 FREE LIGHTERS

NUMBER OF CARTONS TO STAMP BY STATE 'LIVE' PRODUCT										
WINSTON	CT	DE	MA	MD	NH	NJ	NY	OH	PA	RI
(12M) Light	72	4	67	4	18	31	315	63	620	6
(6M) Lt Box	72	4	67	4	18	31	315	63	620	6
(12M) FF	72	4	67	4	18	31	315	63	620	6
(12M) FF Box	72	4	67	4	18	31	315	63	620	6

7/28/97
STAMPING.DOC

51844 5719

McLANE-NORTHEAST (#375878): CIGARETTE DISPLAYS BY STATE

51844 5720

ROUs: 1110 / 1210 / 1310 / 1710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS**McLANE NE****SEPTEMBER: WINSTON BUY 2 GET 2 LIGHTERS FREE / PROMOTION #700649****RETAIL DISTRIBUTION DATE: 9/2/97**

RETAIL DISTRIBUTION DATE: 9/2/97				NUMBER OF DISPLAYS PER GROUP PER STATE											
CHAIN NAME	NO. OF STORES	#/ DISPLAY UNITS TO SHIP TO EACH ACCOUNT	TOTAL #/ DISPLAYS	CT	DE	MA	MD	ME	NH	NJ	NY	OH	PA	RI	
A-PLUS/ ATLANTIC/ SUNOCO	263	See List	345	1	2	22			3	5	80		229	3	
BP OIL	45	See List	145										145		
COASTAL MART	35	See List	38							9			29		
COOKS CONVENIENT	6	See List	9								9				
COUNTRY FAIR	70	See List	216								7	29	180		
CONV EXPRESS	5	See List	9								9				
EXPRESS MART	36	See List	41								41				
F.L. ROBERTS	16	See List	28	11		17									
KRAUSZERS	14	See List	34	34											
MANLEY'S	8	See List	11								11				
MOBIL / ON THE RUN	105	See List	113	15		24			12	10	45		4	3	
7/11 - HANDEE MART	24	See List	60				1					34	25		
7/11 - SOUTHLAND	25	See List	29	11	2		1		1	4	6		4		
SUGARCREEK	79	1	79								79				
SUNRISE FOODS	17	1	17								17				
INDEPENDENTS & SMALL CHAINS	23	See List	26			4	2		2	3	11		4		
TOTALS	771		1200	72	4	67	4	0	18	31	315	63	620	6	